State of Idaho

Send invoices to the address listed below or as indicated in the comments or instructions field Boise, ID 83720-0075



State of Idaho

THIS NUMBER MUST
APPEAR
ON ALL DOCUMENTS

Participating

A . . . Addendum

PADD1009

Participating Addendum

Various State Agencies **DELIVER** Located throughout Idaho

TO: ****

Various, ID 83701

Date: Tue Sep 14, 2004

F.O.B: Destination

Terms:

XIOTECH CORPORATION

6455 Flying Cloud Drive EDEN PRAIRIE, MN 55344

Attn: Mgr of Government Operations

VENDOR: Vendor Nbr: 37336

Emailed To: mary_reuss@xiotech.com

Phone: 952 983-2433 Fax: 952 983-2527

Account Number: P00000016014

Contract From Wed Sep 15, 2004

Date

Contract To Fri Sep 14, 2007

Date:

RFQ#: **RFQ04285 PREQ8566**

Buyer: MARK LITTLE 208 327 7359

Item No	Description	Quantity UOM	Unit Price	EXTENSION				
000	BLANKET PURCHASE AGREEMENT (line item particulars follow)	1 lot		1.00				
	Total:	Total:						
	Contract for Band 4 Storage Solutions, pursual Contracting Alliance (WSCA) and Minnesota A63316. The contract is for the benefit of State institutions, and departments and eligible politic public agencies as defined by Idaho Code, Sect of Purchasing or the requisitioning agency will (delivery or purchase orders) against this Masneeded basis for a period of three years comme	Price Age of Idah tical subdical subdic	reem o Age divisio 327. T dividu ract o	ent No. encies, ons or The Division ual releases on an as				

2004 and ending September 14, 2007. Contract Title:.....Band 4 Storage Solutions Contract Usage Type:.....Optional Use Public Agency Clause:Yes Contract Administration:....Mark Little ---Phone Number:.....208-327-7465 ---E-Mail:.....mlittle@adm.state.id.us **Contractor's Primary Contacts** ---Attn:.....Mary Reuss ---Address:.....6455 Flying Cloud Drive ---City, State, Zip:.....Eden Prairie, MN 55344-3305 Phone Number:.....952/ 983-2433 Fax:.....952/ 983-2527 E-Mail:....mary_reuss@xiotech.com.com CONTRACTOR: Ship to the FOB DESTINATION point and BILL DIRECTLY to the ORDERING AGENCY. DO NOT MAIL INVOICES TO THE DIVISION OF PURCHASING. Notating the Contract Award Number on any invoices/statement will facilitate the efficient processing of payment.

Item No	Description	Quantity UOM	Unit Price	EXTENSION
001	Band 2 Storage Solutions per Minnesota Price Agreement (206-89) (nt)	1 EA	1.00	1.00
	QUANTITIES: The State of Idaho, Division of give approximations of quantities and will not figures given in this document.		_	•
General Comments:	Order Placement Address:			
	Company Name:Xiotech Corporatio	n.		
	Order Administration	n.		

	Dale Kunde.	
	Address:6455 Flying Cloud D	rive
	City, State, Zip:Eden Prairie, MN 55	344-3305
	Phone952/ 983-2423.	
	Fax952/ 983-2210.	
	E-MailDale_Kunde@xiotech.	com.
	Payment Address:	
	Company Name:Xiotech Corporation	
	Address:6455 Flying Cloud D	rive
	City, State, Zip:Eden Prairie, MN 55	344-3305
	THIS CONTRACT, (including any files attache	d), CONSTITUTES
	THE STATE OF IDAHO'S ACCEPTANCE OF	YOUR SIGNED BID,
	QUOTATION, OR OFFER (including any elect	ronic bid submission),
	WHICH SUBMISSION IS INCORPORATED H	EREIN BY
	REFERENCE AS THOUGH SET FORTH IN F	ULL.
	In the event of any inconsistency, unless other	wise provided herein,
	such inconsistency shall be resolved by giving	precedence in the
	following order:	
	This Statewide Blanket Purchase Order doc	cument.
	2. The state of Minnesota's original solicitation	document.
	3. The Contractor's signed bid, quotation, or of	ffer.
	INVOICES MUST BE SENT TO THE IDAHO	ORDERING AGENCY.
Instructi		
Freight /	/ Handling Included in Price	
		By: MARK LITTLE

PARTICIPATING ADDENDUM State of Idaho Contract Number PADD1009

WESTERN STATES CONTRACTING ALLIANCE Xoitech MASTER PRICE AGREEMENT Minnesota Price Agreement Number A63316

- 1. Scope: All state governmental entities within the State of Idaho and public agencies (as defined by Idaho Code, Section 67-2327) are authorized to purchase products and services under the terms and conditions of the Minnesota price agreement. These public agencies include any city or political subdivision of the State of Idaho, including, but not limited to counties; school districts; highway districts; port authorities; instrumentalities of counties, cities, or any political subdivision created under the laws of the State of Idaho; and public schools and institutions of higher education. It will be the responsibility of the public agency to independently contract (i.e., issue purchase orders) with the contractor and/or comply with any other applicable provisions of Idaho Code governing public contracts.
- 2. Applicable Approved Purchasing Agreement: The following provisions supplement and/or add to the Master Price Agreement.

Parties to this Participating Addendum

The parties to this Participating Addendum (PA) are Xiotech (Contractor) and the State of Idaho by and through its statutory agent, the Division of Purchasing within the Department of Administration (State) on behalf of the entities identified in the paragraph titled "Scope" of this Participating Addendum (procuring agencies).

Idaho Administration Reporting and Fees:

The contractor agrees to provide quarterly price agreement utilization reports to the Idaho administrator in accordance with the following schedule:

Period End	Report Due
June 30	July 31
September 30	October 31
December 31	January 31
March 31	April 30

The contractor will submit quarterly reports to the Idaho Administrator. These reports shall include the gross Idaho sales, less returns, cancellations, and replacements for the quarterly period subtotaled by procuring agency name within procuring agency state name. The report shall be accompanied with a check payable to the Treasurer, State of Idaho for an amount equal to 1.25% of the gross Idaho sales (less returns and credits) for the quarterly period. The State understands and agrees that Contractor will raise the negotiated Minnesota Price Agreement prices by this amount. This report will be provided 30 calendar days from the close of the calendar quarter.

Applicable Law:

Notwithstanding Paragraph 5 (Order of Precedence) of Minnesota Price Agreement No. A63316, Paragraph 32 (Governing Law) of Minnesota Price Agreement No. A63316 is supplemented with the following, which shall apply to this PA.

The State of Idaho's PA and all purchase orders issued thereunder by procuring agencies shall be construed in accordance with, and governed by the laws of the State of Idaho. Except to the extent the provisions of the PA are clearly inconsistent therewith, the PA shall also be governed by the applicable provisions of the Idaho Uniform Commercial Code (IUCC). To the extent this PA entails delivery or performance of services, such services shall be deemed "goods" within the meaning of the IUCC, except



where deeming such services as "goods" would result in a clearly unreasonable interpretation. Any action to enforce the provisions of this PA shall be brought in state district court in Ada County, Boise, Idaho. In the event any term of this PA is held to be invalid or unenforceable by a court, the remaining terms of this PA will remain in force.

- Lease Agreements: A lease agreement has not been approved for use for procuring agencies within the State of Idaho.
- This PA is not for major, large hardware or hardware and software offerings. Individual units/configurations cannot exceed \$50,000.00 each. This is not a restriction on how many units/configurations that can be purchased, but on the value of each individual unit/configuration. Requests for exceptions must be sent to the Division of Purchasing in writing by the requesting agency. This PA only includes Band 4 Storage Solutions per the Minnesota Price Agreement.
- Primary Contact: The primary contact and administrator of this agreement for the State of Idaho is as follows:

Mark Little, IT Purchasing Officer Division of Purchasing 5569 Kendall Street (Zip 83706-1231) P O Box 83720 Boise, ID 83720-0075 Ph: 208-327-7359

Price Agreement Number: All purchase orders issued by procuring agencies within the jurisdiction of this participating addendum shall include the following price agreement numbers:

> A63316 (Minnesota) PADD1009 (Idaho)

This PA and Minnesota Price Agreement together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this PA and the Minnesota Price Agreement, together with its exhibits, shall not be added to or incorporated into this PA or the Minnesota Price Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this PA and the Minnesota Price Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms.

IN WITNESS HEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Contractor: Yiotech

State of Idaho	Contractor: Xiotech
Division of Purchasing c	
By: Mark Turk	By:
Name: Mark A. Little	Name: STOVEN E SWIDER
Title: I.T. Purchasing Officer	Title: CFo
Date: 9/21/04	Date: 9-15-04



"Magnitude 3D" Price List for WS	CA Master	Price Agree	ement - C	Dated 11/1	6/04		
System	Part Number	List Price		% Discount off List	Service List Price - Per 12 Months	Service - Per 12 Months	
Warranty Extension for Magnitude 3D 2TB Cluster Bundle - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	020111-000				\$5,000	\$3,000	40.00%
Software Warranty for Magnitude 3D 2TB Cluster Bundle (Per 12 Months/1 Year)	020110-000				\$19,166	\$11,500	40.00%
Warranty Extension for Magnitude 3D 4TB Cluster Bundle - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	020111-000				\$6,000	\$3,600	40.00%
Software Warranty (Per 12 Months/1 Year)	020110-000				\$19,166	\$11,500	40.00%
Magnitude 3D Cluster Hardware Package -See Note 1 Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	800347-000 020111-000	\$71,667	\$43,000	40.00%	\$5,000	\$3,000	40.00%
Magnitude 3D Cluster Hardware Package (no ICON) See Note 1 Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	800348-000 020111-000	\$63,333	\$38,000	40.00%	\$4,750	\$2,850	40.00%
Magnitude 3D .5TB Edge Bundle - See Note 1 Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year	800384-000 020111-000	\$75,072	\$45,043	40.00%	\$3,334	\$2,000	40.00%
Warranty Software Warranty (Per 12 Months/1 Year)	020110-000				\$15,872	\$9,524	40.00%
Warranty Extension for Magnitude 3D 1TB Edge Bundle - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	2020111-000				\$3,334	\$2,000	40.00%
Software Warranty for Magnitude 3D 1TB Edge Bundle (Per 12 Months/1 Year)	020110-000				\$15,872	\$9,524	40.00%
Magnitude 3D Edge Hardware Package- See Note 1 Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	800382-000 020111-000	\$37,500	\$22,500	40.00%	\$3,334	\$2,000	40.00%
Magnitude 3D Edge Hardware Package (no ICON - See Note 1 Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	800383-000 020111-000	\$29,167	\$17,500	40.00%	\$3,083	\$1,850	40.00%
Magnitude 3D Edge to Cluster Upgrade - See Note 1 Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	800386-000 020111-000	\$59,583	\$35,750	40.00%	\$1,667	\$1,000	40.00%
Note 1 - Standard Shipping Charges of \$1,000 apply. Reference Part Num	ber 020112-000	under Professior	nal Services S	Section			
Connectivity	Part Number	List Price	WSCA Product Price	off List	Service List Price - Per 12 Months	Service - Per	
Brocade - 12000 16 Port Fibre Channel Switching Blade	770082-000	\$34,860	\$22,999	34.02%	See Below	See Below	N/A

XIOtech Corporation

Brocade - 12000 Country Kit for North America / Japan	770075-000	\$290	\$257	11.38%	See Below	See Below	N/A
Brocade - 12000 Service Plan - 128 port High Availability 1 year	770183-000	\$7,169	\$7,169	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 16 port blade High Availability 1 year	770187-000	\$747	\$747	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 32 port High Availability 1 year	770185-000	\$2,683	\$2,683	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 32 port Mission Critical 1 year	770186-000	\$5,224	\$5,224	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 64 port High Availability 1 year	770181-000	\$4,180	\$4,180	0.00%	N/A	N/A	N/A
Brocade - 3200 8-port, 2GB Full-Fabric Switch	770164-000	\$8,499	\$5,499	35.30%	\$1.406	\$844	39.97%
Brocade - 3200 Upgrade Entry-fabric to Full-fabric with Multi-switch	770054-000	\$3.000	\$2,655	11.50%	\$496	\$298	39.92%
Brocade - 3200 Upgrade Entry-fabric to Full-fabric with Ultra Software	770055-000	\$5,000	\$4,425	11.50%	\$827	\$496	40.02%
Brocade - 3800 16-port Switch	770041-000	\$22,499	\$12,499	44.45%	\$3,722	\$2,233	40.01%
Brocade - 3800 Extra Slide Rack Mount Kit	770165-000	\$300	\$275	8.33%	\$50	\$30	40.00%
Brocade - 3900 32-Port, 2Gb Switch	770247-000	\$44,999	\$29,999	33.33%	See Below	See Below	N/A
Brocade - 3900 Basic SW install & config service 1 - 2 switches (2 days)	770267-000	\$6,250	\$5,000	20.00%	N/A	N/A	N/A
Brocade - 3900 Service Plan - 32 port High Availability (4 hr) 1 year	770266-000	\$2,636	\$2,109	19.99%	N/A	N/A	N/A
Brocade - Advanced Performance Monitoring Software for 2Gb Switches	770048-000	\$2,000	\$1,770	11.50%	\$331	\$199	39.88%
Brocade - 12000 basic install & config service (2 days)	770199-000	\$6,250	\$5,000	20.00%	N/A	N/A	N/A
Brocade - Extended Fabric Support Software for 2Gb Switches	770047-000	\$2,000	\$1,770	11.50%	\$331	\$199	39.88%
Brocade - Fabric Watch Software for 2Gb Switches	770047-000	\$1,800	\$1,593	11.50%	\$300	\$180	40.00%
Brocade - Inter-switch Trucking for 2Gb Switches	770043-000	\$2,500	\$2,213	11.48%	\$414	\$248	40.10%
Brocade - QuickLoop Software for 2Gb Switches	770042-000	\$1,250	\$1,106	11.52%	\$207	\$124	40.10%
Brocade - Software Bundle for 3800 only: Enterprise	770050-000	\$3,440	\$3,044	11.51%	\$569	\$342	39.89%
Brocade - Software Bundle for 3800 only: Ultra	770050-000	\$7,640	\$6,671	12.68%	\$1,264	\$758	40.03%
Cable - 2 m LC Duplex/LC Duplex Fiber Optic Patch Cord					\$35	\$20	
Cable - 20 m LC Duplex/LC Duplex Fiber Optic Patch Cord	840056-005 840056-002	\$108 \$138	\$63	41.67% 39.86%	\$43	\$20 \$26	42.86% 39.53%
			\$83				
Cable - 20 m SC Duplex/LC Duplex Fiber Optic Patch Cord Cable - 5 m LC Duplex/LC Duplex Fiber Optic Patch Cord	840055-002	\$121 \$108	\$73 \$65	39.67% 39.81%	\$37 \$34	\$23 \$20	37.84% 41.18%
Cable - 5 m SC Duplex/LC Duplex Fiber Optic Patch Cord	840056-000 840055-000	\$91	\$55	39.56%	\$34 \$29	\$17	41.18%
Cisco - 1 Gbps Ethernet - SW SFP, LC	770304-000	\$750	\$525	30.00%	N/A	N/A	41.36% N/A
			· · · · · · · · · · · · · · · · · · ·	29.17%			N/A N/A
Cisco - 2Gbps Fibre Channel-LW Small Form-Factor Pluggable, LC	770236-000	\$1,200	\$850		See Below	See Below	
Cisco - 2Gbps Fibre Channel-SW Small Form-Factor Pluggable, LC	770235-000	\$500 \$0	\$320 \$0	36.00% 0.00%	See Below	See Below	N/A
Cisco - AC Power Cord North America (110 VAC) 9120, 9140, 9216	770246-000				N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9100 switch	770366-000	\$7,000	\$5,000	28.57%	N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9216 switch	770365-000	\$7,500	\$5,350	28.67%	N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9500 director	770364-000	\$25,000	\$17,850	28.60%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9500 director	770367-000	\$20,833	\$14,875	28.60%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9216 switch	770368-000	\$6,944	\$4,950	28.72%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9100 switch	770369-000	\$6,944	\$4,950	28.72%	N/A	N/A	N/A
Cisco - MDS 9000 16-port 1 / 2Gbps FC Module (SFPs sold separately)	770233-000	\$22,000	\$15,725	28.52%	See Below	See Below	N/A
Cisco - MDS 9000 32-port 1 / 2Gbps FC Module (SFPs sold separately)	770234-000	\$23,000	\$16,425	28.59%	See Below	See Below	N/A
Cisco - MDS 9000 IP Services Module with iSCSI (SFPs sold separately)	770303-000	\$34,000	\$24,275	29.00%	N/A	N/A	N/A
Cisco - MDS 9000 Port Analyzer AC Power Cable	770320-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9000 Port Analyzer Adaptor	770271-000	\$3,250	\$2,325	28.46%	See Below	See Below	N/A
Cisco - MDS 9120 20-Port FC Switch (SFPs sold separately)	770309-000	\$18,000	\$12,850	28.61%	See Below	See Below	N/A
Cisco - MDS 9120,9140 Standard SAN-OS Software	770311-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9140 40-Port FC Switch (SFPs sold separately)	770310-000	\$25,000	\$17,850	28.60%	See Below	See Below	N/A
Cisco - MDS 9200 FCIP license for IP Storage module	770306-000	\$15,625	\$11,150	29.00%	N/A	N/A	N/A
Cisco - MDS 9216 16-port 2Gbps FC + 1-slot Modular Switch (SFPs sold	770232-000	\$22,000	\$15,725	28.52%	See Below	See Below	N/A
separately)							
Cisco - MDS 9216 Standard SAN-OS Software	770312-000	\$0	\$0	0.00%	See Below	See Below	N/A

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Cisco - MDS 9506 1900W AC Power Supply Primary/Redundant	770269-000	\$4,000	\$2,850	28.75%	See Below	See Below	N/A
Cisco - MDS 9506 Chasis Six Slot Chasis	770268-000	\$10,000	\$7,150	28.50%	See Below	See Below	N/A
Cisco - MDS 9506 Power Cord, 250Vac, straight blade NEMA 6-20 plug,	770318-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9506 Power Cord, 250Vac, twist lock NEMA L6-20 plug, US	770319-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9509 2500W AC Power Supply Primary/Redundant	770252-000	\$4,000	\$2,850	28.75%	See Below	See Below	N/A
Cisco - MDS 9509 Chassis Nine Slot Chasis	770251-000	\$12,000	\$8,575	28.54%	See Below	See Below	N/A
Cisco - MDS 9509 Power Cord, 250Vac, straight blade NEMA 6-20 plug,	770244-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9509 Power Cord, 250Vac, twist lock NEMA L6-20 plug, US	770245-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - SASU for Enterprise Package MDS 9100	770372-000	\$560	\$532	5.00%	N/A	N/A	N/A
Cisco - SASU for Enterprise Package MDS 9216	770371-000	\$600	\$570	5.00%	N/A	N/A	N/A
Cisco - SASU for Enterprise Package MDS 9500	770370-000	\$2,000	\$1,900	5.00%	N/A	N/A	N/A
Cisco - SASU for Fabric Manager Server MDS 9100	770375-000	\$534	\$507	5.06%	N/A	N/A	N/A
Cisco - SASU for Fabric Manager Server MDS 9216	770374-000	\$534	\$507	5.06%	N/A	N/A	N/A
Cisco - SASU for Fabric Manager Server MDS 9500	770373-000	\$1,600		5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 16 Port Module	770298-000	\$1,999	\$1,899	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 32 Port Module	770299-000	\$2,199	\$2,105	4.27%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 Port Analyzer	770302-000	\$340		5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9216 Switch	770300-000	\$2.091	\$1,986	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9500 Supervisor	770297-000	\$1,814	\$1,723	5.02%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9506 Chasis	770301-000	\$748		4.95%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9509 Chasis	770296-000	\$1,008	\$958	4.96%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 IP Services Module	770308-000	\$2,912	\$2,766	5.01%	N/A	N/A	N/A
Cisco - SMARTnet Onsite24x7x4hrs MDS 9120 Switch	770317-000	\$1,944	\$1,847	4.99%	N/A	N/A	N/A
Cisco - SMARTnet Onsite24x7x4hrs MDS9140 Switch	770316-000	\$2,430	\$2,309	4.98%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 16 Port Module	770291-000	\$1,249	\$1,187	4.96%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 32 Port Module	770292-000	\$1,347	\$1,305	3.12%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 IP Services Module	770307-000	\$1,820	\$1,729	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 Port Analyzer	770295-000	\$213	\$202	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9120 Switch	770315-000	\$1,215	\$1,154	5.02%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9140 Switch	770314-000	\$1,518	\$1,442	5.01%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9216 Switch	770293-000	\$1,307	\$1,242	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9500 Supervisor	770290-000	\$1,134	\$1,077	5.03%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9506 Chasis	770294-000	\$468	\$445	4.91%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9509 Chasis	770289-000	\$630	\$599	4.92%	N/A	N/A	N/A
Magnitude 3D Controller HBA - 2Gb Fiber Channel	770046-001	\$2,500	\$1,500	40.00%	\$0	\$0	0.00%
McDATA - 4300 12-port switch, Flexport Technology w/4 ports populated.	770282-000	\$5,400	\$3,630	32.78%	See Below	See Below	N/A
McDATA - 4300 4-port Flexport Technology Upgrade Kit, 4 SW SFP Transc	770284-000	\$595	\$565	5.04%	See Below	See Below	N/A
McDATA - 4300 Full Fabric Upgrade License Key	770283-000	\$2,250	\$1,155	48.67%	See Below	See Below	N/A
McDATA - 4500 24-port switch, Flexport Technology with 8 ports populated	770170-000	\$6,970	\$4,450	36.15%	See Below	See Below	N/A
McDATA - 4500 8-port Flexport Technology Upgrade Kit, 4 L/W & S/W LC	770175-000	\$10,641	\$10,109	5.00%	See Below	See Below	N/A
McDATA - 4500 8-port Flexport Technology Upgrade Kit, 8 S/W LC transce	770171-000	\$5,625	\$4,050	28.00%	See Below	See Below	N/A
McDATA - 4500 Product Manager Software	770178-000	\$1,555	\$1,529	1.67%	See Below	See Below	N/A
McDATA - 6064 64-port director switch	770117-000	\$39,764	\$36,916	7.16%	See Below	See Below	N/A
McDATA - 6064 Product Manager software	770124-000	\$15,606	\$15,400	1.32%	See Below	See Below	N/A
McDATA - 6064 power cord (US)	770118-000	\$0	\$0	0.00%	See Below	See Below	N/A

770313-000

770250-000

770248-000

\$15,624

\$3,000

\$21,000

\$0

\$11,150

\$2,150

\$15,000

\$0

28.64%

28.33%

28.57%

0.00%

See Below

N/A N/A

N/A

N/A

Cisco - MDS 9500 FCIP license for IP Storage module

Cisco - MDS 9500 Sup Compact Flash Disk, 512MB

Cisco - MDS 9500 Supervisor/Fabric I Primary/Redundant

Cisco - MDS 9500 Standard SAN-OS Software

McDATA - Service 4300, 24x7 Warranty Upgrade	770285-000	\$483	\$483	0.00%	N/A	N/A	N/A
McDATA - Service 4300, 3-yr 24x7 Extended Warranty	770286-000	\$2,042	\$2,042	0.00%	N/A	N/A	N/A
McDATA - Service 4500, 24X7 Warranty Upgrade	770172-000	\$911	\$911	0.00%	N/A	N/A	N/A
McDATA - Service 4500, 3-yr 24X7 Extended Warranty	770179-000	\$3,851	\$3,851	0.00%	N/A	N/A	N/A
McDATA - Service 6064, 24X7 Warranty Upgrade	770151-000	\$2,794	\$2,794	0.00%	N/A	N/A	N/A
McDATA - Service 6064, 3-yr 24X7 Extended Warranty	770152-000	\$24,583	\$24,583	0.00%	N/A	N/A	N/A
McDATA - UPM Shortwave 4 port card for 6064 and 6140 media	770119-000	\$4,874	\$4,700	3.57%	See Above	See Above	N/A
Qlogic - 2310F 2Gb HBA	770046-000	\$1,650	\$1,139	30.97%	\$273	\$164	39.93%
Qlogic - 2340- 2Gb PCI-X HBA	770166-000	\$2,056	\$1,321	35.76%	\$340	\$204	40.00%
Qlogic - 2340- 2Gb SBUS HBA	770263-000	\$2,056	\$1,419	30.99%	\$340	\$204	40.00%
Storage Monitor Base Package	770380-000	\$16,667	\$10,000	40.00%	N/A	N/A	N/A
Storage Monitor Additional Magnitude/Magnitude 3D	770381-000	\$5,833	\$3,500	40.00%	N/A	N/A	N/A
Storage Monitor Server Agent	770382-000	\$1,000	\$600	40.00%	N/A	N/A	N/A
Storage Monitor Fibre Switch License	770383-000	\$1,000	\$600	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent CA ArcServe	770384-000	\$1,250	\$750	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent Legato Networker	770385-000	\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent SyncSort Backup Express	770386-000	\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent Tivoli Storage Manager	770387-000	\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent VERITAS Netbacku	770388-000	\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent VERITAS Backup Exec	770389-000	\$1,250	\$750	40.00%	N/A	N/A	N/A
Storage Monitor Exchange Agent	770390-000	\$5,000	\$3,000	40.00%	N/A	N/A	N/A
Storage Monitor Oracle Database Agent	770391-000	\$5,000	\$3,000	40.00%	N/A	N/A	N/A
Storage Monitor NetApps Filer Agent	770393-000	\$5,833	\$3,500	40.00%	N/A	N/A	N/A
Storage Monitor Symmetrix Agent	770394-000	\$16,667	\$10,000	40.00%	N/A	N/A	N/A
Drives	Part Number	List Price	WSCA	% Discount	Service List	WSCA	% Discount
			Product	off List	Price - Per	Service - Per	off List
4	1	1	FIOUUCI	OII LIST	FIICE - FEI	OCIVICE - FEI	
		oceanonoce	Price	OII LIST	12 Months	12 Months	
146 GB 10,000RPM Drive	800259-000	\$1,425		40.00%			N/A
146 GB 10,000RPM Drive 146 GB 10,000RPM Drive 14 Pack	800259-000 800343-000	\$1,425 \$18,955	Price		12 Months	12 Months	N/A N/A
			Price \$855	40.00%	12 Months \$0	12 Months \$0	
146 GB 10,000RPM Drive 14 Pack	800343-000	\$18,955	Price \$855 \$11,370	40.00% 40.02%	12 Months \$0 \$0	12 Months \$0 \$0	N/A
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive	800343-000 800310-000	\$18,955 \$675	Price \$855 \$11,370 \$405	40.00% 40.02% 40.00%	12 Months \$0 \$0 \$0	12 Months \$0 \$0 \$0	N/A N/A
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack	800343-000 800310-000 800341-000	\$18,955 \$675 \$8,980	Price \$855 \$11,370 \$405 \$5,385	40.00% 40.02% 40.00% 40.03%	\$0 \$0 \$0 \$0 \$0	12 Months \$0 \$0 \$0 \$0	N/A N/A N/A
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive	800343-000 800310-000 800341-000 800261-000	\$18,955 \$675 \$8,980 \$1,125	\$855 \$11,370 \$405 \$5,385 \$675	40.00% 40.02% 40.00% 40.03% 40.00%	12 Months \$0 \$0 \$0 \$0 \$0	12 Months \$0 \$0 \$0 \$0 \$0	N/A N/A N/A N/A
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive	800343-000 800310-000 800341-000 800261-000	\$18,955 \$675 \$8,980 \$1,125	\$855 \$11,370 \$405 \$5,385 \$675	40.00% 40.02% 40.00% 40.03% 40.00% 39.99%	12 Months \$0 \$0 \$0 \$0 \$0	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0	N/A N/A N/A N/A
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack	800343-000 800310-000 800341-000 800261-000 800342-000	\$18,955 \$675 \$8,980 \$1,125 \$14,965	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980	40.00% 40.02% 40.00% 40.03% 40.00% 39.99%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0	N/A N/A N/A N/A N/A
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack	800343-000 800310-000 800341-000 800261-000 800342-000	\$18,955 \$675 \$8,980 \$1,125 \$14,965	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980	40.00% 40.02% 40.00% 40.03% 40.00% 39.99%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	N/A N/A N/A N/A N/A
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack	800343-000 800310-000 800341-000 800261-000 800342-000	\$18,955 \$675 \$8,980 \$1,125 \$14,965	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980 WSCA Product	40.00% 40.02% 40.00% 40.03% 40.00% 39.99%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	N/A N/A N/A N/A N/A
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack Software	800343-000 800310-000 800341-000 800261-000 800342-000 Part Number	\$18,955 \$675 \$8,980 \$1,125 \$14,965 List Price	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980 WSCA Product Price	40.00% 40.02% 40.00% 40.03% 40.00% 39.99% % Discount off List	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$1 Service List Price - Per 12 Months	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$1 WSCA Service - Per 12 Months	N/A N/A N/A N/A N/A N/A
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack Software 3D Cluster Services (2 Node LTU)	800343-000 800310-000 800341-000 800261-000 800342-000 Part Number	\$18,955 \$675 \$8,980 \$1,125 \$14,965 List Price	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980 WSCA Product Price \$15,000	40.00% 40.02% 40.00% 40.03% 40.00% 39.99% % Discount off List	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$1 WSCA Service - Per 12 Months \$2,000	N/A N/A N/A N/A N/A N/A % Discount off List 40.01%
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack Software 3D Cluster Services (2 Node LTU) 3D Control Services	800343-000 800310-000 800341-000 800261-000 800342-000 Part Number 800335-000 210050-000	\$18,955 \$675 \$8,980 \$1,125 \$14,965 List Price \$25,000 \$16,667	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980 WSCA Product Price \$15,000 \$10,000	40.00% 40.02% 40.00% 40.03% 40.00% 39.99% * Discount off List 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$1 \$0 \$1 \$1 \$2,000 \$1,200	N/A N/A N/A N/A N/A N/A * Discount off List 40.01% 40.00%
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack Software 3D Cluster Services (2 Node LTU) 3D Control Services 3D Data Services (.6TB LTU)	800343-000 800310-000 800341-000 800261-000 800342-000 Part Number 800335-000 210050-000 800344-012	\$18,955 \$675 \$8,980 \$1,125 \$14,965 List Price \$25,000 \$16,667 \$28,104	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980 WSCA Product Price \$15,000 \$10,000 \$16,863	40.00% 40.02% 40.00% 40.03% 40.00% 39.99% % Discount off List 40.00% 40.00%	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$1 WSCA Service - Per 12 Months \$2,000 \$1,200 \$9,500	N/A N/A N/A N/A N/A N/A * Discount off List 40.01% 40.00%
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack Software 3D Cluster Services (2 Node LTU) 3D Control Services 3D Data Services (1.2TB LTU) 3D Data Services (1.2TB LTU) 3D Data Services (1.8TB LTU)	800343-000 800310-000 800341-000 800261-000 800342-000 Part Number 800335-000 210050-000 800344-012 800344-000	\$18,955 \$675 \$8,980 \$1,125 \$14,965 List Price \$25,000 \$16,667 \$28,104 \$38,521	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980 WSCA Product Price \$15,000 \$10,000 \$16,863 \$23,113	40.00% 40.02% 40.00% 40.03% 40.00% 39.99% % Discount off List 40.00% 40.00% 40.00%	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	N/A N/A N/A N/A N/A N/A * Discount off List 40.01% 40.00% 40.00%
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack Software 3D Cluster Services (2 Node LTU) 3D Control Services 3D Data Services (.6TB LTU) 3D Data Services (1.2TB LTU) 3D Data Services (1.8TB LTU) 3D Data Services (2.4TB LTU)	800343-000 800310-000 800341-000 800261-000 800342-000 Part Number 800335-000 210050-000 800344-012 800344-019	\$18,955 \$675 \$8,980 \$1,125 \$14,965 List Price \$25,000 \$16,667 \$28,104 \$38,521 \$48,938	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980 WSCA Product Price \$15,000 \$10,000 \$10,663 \$23,113 \$29,363	40.00% 40.02% 40.00% 40.03% 40.00% 39.99% % Discount off List 40.00% 40.00% 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	N/A N/A N/A N/A N/A N/A * Discount off List 40.01% 40.00% 40.00% 40.00%
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack Software 3D Cluster Services (2 Node LTU) 3D Control Services 3D Data Services (1.2TB LTU) 3D Data Services (1.2TB LTU) 3D Data Services (1.8TB LTU)	800343-000 800310-000 800341-000 800261-000 800342-000 Part Number 800335-000 210050-000 800344-012 800344-019 800344-001	\$18,955 \$675 \$8,980 \$1,125 \$14,965 List Price \$25,000 \$16,667 \$28,104 \$38,521 \$48,938 \$59,354	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980 WSCA Product Price \$15,000 \$10,000 \$16,863 \$23,113 \$29,363 \$35,613	40.00% 40.02% 40.00% 40.03% 40.00% 39.99% % Discount off List 40.00% 40.00% 40.00% 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	N/A N/A N/A N/A N/A N/A % Discount off List 40.01% 40.00% 40.00% 40.00%
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack Software 3D Cluster Services (2 Node LTU) 3D Control Services 3D Data Services (.6TB LTU) 3D Data Services (1.2TB LTU) 3D Data Services (1.8TB LTU) 3D Data Services (2.4TB LTU) 3D Data Services (2.4TB LTU) 3D Data Services (3.0TB LTU)	800343-000 800310-000 800341-000 800261-000 800342-000 Part Number 800335-000 210050-000 800344-012 800344-019 800344-001 800344-020	\$18,955 \$675 \$8,980 \$1,125 \$14,965 List Price \$25,000 \$16,667 \$28,104 \$38,521 \$48,938 \$59,354 \$69,688	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980 WSCA Product Price \$15,000 \$10,000 \$16,863 \$23,113 \$29,363 \$35,613 \$41,813	40.00% 40.02% 40.00% 40.03% 40.00% 39.99% % Discount off List 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 WSCA Service - Per 12 Months \$2,000 \$1,200 \$9,500 \$9,500 \$9,500 \$9,500 \$9,500	N/A N/A N/A N/A N/A N/A % Discount off List 40.01% 40.00% 40.00% 40.00% 40.00%
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 73 GB 15,000RPM Drive 14 Pack Software 3D Cluster Services (2 Node LTU) 3D Control Services 3D Data Services (.6TB LTU) 3D Data Services (1.2TB LTU) 3D Data Services (1.8TB LTU) 3D Data Services (2.4TB LTU) 3D Data Services (3.0TB LTU) 3D Data Services (3.0TB LTU) 3D Data Services (3.6TB LTU)	800343-000 800310-000 800341-000 800261-000 800342-000 Part Number 800335-000 210050-000 800344-012 800344-019 800344-01 800344-020 800344-020	\$18,955 \$675 \$8,980 \$1,125 \$14,965 List Price \$25,000 \$16,667 \$28,104 \$38,521 \$48,938 \$59,354 \$69,688 \$80,000	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980 WSCA Product Price \$15,000 \$10,000 \$16,863 \$23,113 \$29,363 \$35,613 \$41,813	40.00% 40.02% 40.00% 40.03% 40.00% 39.99% % Discount off List 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 WSCA Service - Per 12 Months \$2,000 \$9,500 \$9,500 \$9,500 \$9,500 \$9,500 \$9,500 \$9,500	N/A N/A N/A N/A N/A N/A % Discount off List 40.01% 40.00% 40.00% 40.00% 40.00% 40.00%
146 GB 10,000RPM Drive 14 Pack 36 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 14 Pack 73 GB 15,000RPM Drive 14 Pack Software 3D Cluster Services (2 Node LTU) 3D Control Services 3D Data Services (.6TB LTU) 3D Data Services (1.2TB LTU) 3D Data Services (1.8TB LTU) 3D Data Services (2.4TB LTU) 3D Data Services (3.0TB LTU) 3D Data Services (3.0TB LTU) 3D Data Services (3.0TB LTU)	800343-000 800310-000 800341-000 800261-000 800342-000 Part Number 800335-000 210050-000 800344-012 800344-019 800344-01 800344-001 800344-020 800344-000	\$18,955 \$675 \$8,980 \$1,125 \$14,965 List Price \$25,000 \$16,667 \$28,104 \$38,521 \$48,938 \$59,354 \$69,688 \$80,000 \$5,208	Price \$855 \$11,370 \$405 \$5,385 \$675 \$8,980 WSCA Product Price \$15,000 \$10,000 \$16,863 \$23,113 \$29,363 \$35,613 \$41,813 \$48,000 \$3,125	40.00% 40.02% 40.03% 40.00% 39.99% % Discount off List 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	12 Months \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 WSCA Service - Per 12 Months \$2,000 \$1,200 \$9,500 \$9,500 \$9,500 \$9,500 \$9,500 \$9,500 \$9,500 \$9,500	N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A

0003 \$20 0004 \$18 0005 \$34 0006 \$34 0007 \$31 0008 \$59 0009 \$55 010 \$53 0011 \$43 0000 \$41 0000 \$16 mber List F 0000 \$2 0000 \$3 0000 \$3	0,313 0,000 3,750 1,375 1,375 1,250 0,494 5,736 3,838 1,667 1,667 5,667 Price \$833 2,583 3,250 9,917	Product Price \$500 \$1,550 \$1,950	40.00% 40.00% 40.00% 40.00% 40.00% 40.12% 40.12% 40.12% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$7,333	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 40.01% 40.00%
0004 \$18 0005 \$34 0006 \$34 0007 \$31 0008 \$59 0009 \$55 010 \$53 011 \$43 0000 \$41 0000 \$16 mber List F 0000 \$2 0000 \$2 0000 \$3	3,750 1,375 1,375 1,375 1,250 0,494 5,736 3,858 3,838 1,667 1,667 0,667 Price \$833 2,583 3,250	\$11,250 \$20,625 \$20,625 \$18,750 \$35,625 \$33,375 \$32,250 \$26,250 \$49,000 \$10,000 WSCA Product Price \$500 \$1,550 \$1,950	40.00% 40.00% 40.00% 40.00% 40.12% 40.12% 40.12% 40.00% 40.00% 40.00% 40.00% **Discount off List 39.98% 40.00% 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$7,333	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$2,200	0.00% 0.00% 0.00% 0.00% 0.00% 0.00%
005 \$34 006 \$34 007 \$31 008 \$59 009 \$55 010 \$53 011 \$43 000 \$41 0001 \$81 0000 \$16 mber List F	1,375 1,375 1,250 0,494 5,736 3,858 1,667 1,667 5,667 Price \$833 2,583 3,250	\$11,250 \$20,625 \$20,625 \$18,750 \$35,625 \$33,375 \$32,250 \$26,250 \$49,000 \$10,000 WSCA Product Price \$500 \$1,550 \$1,950	40.00% 40.00% 40.00% 40.12% 40.12% 40.12% 40.00% 40.00% **Obscount off List* 39.98% 40.00% 40.00% 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$7,333	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$2,200 \$4,400	0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 40.01%
0006 \$34 0007 \$31 0008 \$59 0009 \$55 010 \$53 011 \$43 000 \$41 0001 \$81 0000 \$16 mber List F 0000 \$2 0000 \$3 0000 \$3	1,375 1,250 9,494 5,736 3,858 3,838 1,667 1,667 5,667 Price \$833 2,583 3,250	\$20,625 \$18,750 \$35,625 \$33,375 \$32,250 \$26,250 \$25,000 \$49,000 \$10,000 WSCA Product Price \$500 \$1,550 \$1,950	40.00% 40.00% 40.12% 40.12% 40.12% 40.12% 40.00% 40.00% **Obscount off List 39.98% 40.00% 40.00% 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$3,667 \$7,333	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$2,200 \$4,400	0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 40.01% 40.00%
007 \$31 008 \$59 009 \$55 010 \$53 011 \$43 000 \$41 000 \$16 mber List F 000 \$2 000 \$2 000 \$3 000 \$9	1,250 9,494 5,736 8,858 8,838 1,667 1,667 8,667 Price \$833 2,583 3,250	\$18,750 \$35,625 \$33,375 \$32,250 \$26,250 \$25,000 \$49,000 \$10,000 WSCA Product Price \$500 \$1,550 \$1,950	40.00% 40.12% 40.12% 40.12% 40.12% 40.00% 40.00% 40.00% W Discount off List 39.98% 40.00% 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$0 \$3,667 \$7,333	\$0 \$0 \$0 \$0 \$0 \$0 \$2,200 \$4,400	0.00% 0.00% 0.00% 0.00% 0.00% 40.01% 40.00%
007 \$31 008 \$59 009 \$55 010 \$53 011 \$43 000 \$41 000 \$16 mber List F 000 \$2 000 \$2 000 \$3 000 \$9	1,250 9,494 5,736 8,858 8,838 1,667 1,667 8,667 Price \$833 2,583 3,250	\$18,750 \$35,625 \$33,375 \$32,250 \$26,250 \$25,000 \$49,000 \$10,000 WSCA Product Price \$500 \$1,550 \$1,950	40.12% 40.12% 40.12% 40.12% 40.00% 40.00% 40.00% % Discount off List 39.98% 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$3,667 \$7,333	\$0 \$0 \$0 \$0 \$2,200 \$4,400	0.00% 0.00% 0.00% 0.00% 40.01% 40.00%
008 \$59 009 \$55 010 \$53 011 \$43 000 \$41 001 \$81 000 \$16 mber List F 000 \$2 000 \$3 000 \$3	9,494 5,736 3,858 3,838 1,667 1,667 5,667 Price \$833 2,583 3,250	\$35,625 \$33,375 \$32,250 \$26,250 \$25,000 \$49,000 \$10,000 WSCA Product Price \$500 \$1,550 \$1,950	40.12% 40.12% 40.12% 40.12% 40.00% 40.00% 40.00% % Discount off List 39.98% 40.00% 40.00%	\$0 \$0 \$0 \$0 \$0 \$3,667 \$7,333	\$0 \$0 \$0 \$0 \$2,200 \$4,400	0.00% 0.00% 0.00% 0.00% 40.01% 40.00%
009 \$55 010 \$53 011 \$43 000 \$41 001 \$81 000 \$16 mber List F 000 \$2 000 \$2 000 \$3 000 \$9	5,736 3,858 3,838 1,667 1,667 5,667 Price \$833 2,583 3,250	\$33,375 \$32,250 \$26,250 \$25,000 \$49,000 \$10,000 WSCA Product Price \$500 \$1,550 \$1,950	40.12% 40.12% 40.00% 40.00% 40.00% **Discount off List 39.98% 40.00% 40.00%	\$0 \$0 \$0 \$3,667 \$7,333	\$0 \$0 \$0 \$2,200 \$4,400	0.00% 0.00% 0.00% 40.01% 40.00%
010 \$53 011 \$43 000 \$41 000 \$16 mber List F 000 \$2 000 \$2 000 \$3 000 \$9	3,858 3,838 1,667 1,667 5,667 Price \$833 2,583 3,250	\$32,250 \$26,250 \$25,000 \$49,000 \$10,000 WSCA Product Price \$500 \$1,550 \$1,950	40.12% 40.12% 40.00% 40.00% 40.00% * Discount off List 39.98% 40.00% 40.00%	\$0 \$0 \$3,667 \$7,333	\$0 \$0 \$2,200 \$4,400	0.00% 0.00% 40.01% 40.00%
011 \$43 000 \$41 001 \$81 000 \$16 mber List F 000 \$2 000 \$2 000 \$3 000 \$9	3,838 1,667 1,667 5,667 Price \$833 2,583 3,250	\$26,250 \$25,000 \$49,000 \$10,000 WSCA Product Price \$500 \$1,550 \$1,950	40.12% 40.00% 40.00% 40.00% % Discount off List 39.98% 40.00% 40.00%	\$0 \$3,667 \$7,333	\$0 \$2,200 \$4,400	0.00% 40.01% 40.00%
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000 \$2 000 \$3 000 \$9	2,583 3,250	\$500 \$1,550 \$1,950	40.00% 40.00% 40.00%			
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000 \$3 000 \$9	3,250	\$1,950	40.00% 40.00%			
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		\$5,950				
	2,083	\$1,250	40.00%		1	
	1,000	\$1,250	68.75%			
	1,667	\$1,000	40.00%			
	,667	\$7,000	40.00%			
	3,333	\$5,000	40.00%			
	3,333	\$5,000	40.00%			
	\$425	\$250	41.18%			
000	\$0	\$0	0.00%			
	3,333	\$5,000	40.00%			
	9,167	\$11,500	40.00%			
	1,667	\$1,000	40.01%			
	3,333	\$2,000	39.99%	***************************************		
	1,667	\$1,000	40.00%			
	1,667	\$1,000	40.01%			
	1,166	\$2,500	39.99%			
	5,750	\$3,500	39.13%	***************************************		
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000 \$4 000 \$5 000 \$1	1,667	Product	011 2101	12 Months	12 Months	o <u>-</u>
000 \$4 000 \$5 000 \$1	1,667	Product Price		\$500	\$300	40.00%
000 \$4 000 \$5 000 \$1 mber List F	Price	Price	40.00%	\$550	- 4000	.3.3370
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0000 \$4 0000 \$5 0000 \$1 mber List F 0000 \$7 0000 \$2	7,500 \$665 2,000	Price \$4,500 \$399 \$1,500	40.00% 25.00%			
0000 \$4 0000 \$5 0000 \$1 mber List F 0000 \$7 0000 \$2	Price 7,500 \$665	Price \$4,500 \$399	40.00%			<u> </u>
0000 \$4 0000 \$5 0000 \$1 mber List F 0000 \$7 0000 \$2	7,500 \$665 2,000	Price \$4,500 \$399 \$1,500	40.00% 25.00%			
	-000 \$1 umber List I				-000 \$665 \$399 40.00%	-000 \$665 \$399 40.00% -000 \$2,000 \$1,500 25.00%

For informational purposes only, the following "Services" and on are provided.	corresponding Part Numbers		
Service	Part Number		
3rd Party XPERTcare (quantity in months)	020109-000		
Software XPERTcare (quantity in months)	020110-000		
Standard Warratny (36 Months)	020118-000		
Warranty Extension (quantity in months)	020111-000	***************************************	

			Price	OII LIST	Months	12 Months	OII LIST
Base Magnitude 110V with 4 active ports -See Note 1	800090-000	\$20,000	\$12,000	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$2,667	\$1,600	40.00%
Magnitude Expansion Cabinet 110V -See Note 1	800085-000	\$16,667	\$10,000	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$1,333	\$800	39.98%
Magnitude SANBuilder .5 TB Bundle 110V - See Note 1	800200-000	\$58,663	\$35,198	40.00%			
Warranty Extension - Hardware - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$2,667	\$1,612	39.56%
Software XPERTcare -(Per 12 Months/1 Year)	020114-000				\$10,833	\$6,500	40.00%
Magnitude SANBuilder 1 TB Bundle 110V - See Note 1	800356-000	\$77,953	\$46,772	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$2,667	\$1,612	39.56%
Software XPERTcare (Per 12 Months/1 Year)	020114-000				\$10,833	\$6,500	40.00%
Rack Mount Magnitude Base Unit 110V -See Note 1	800154-000	\$20,000	\$12,000	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000	420,000	ψ. 2,000		\$2,667	\$1,612	39.56%
Rack Mount Magnitude Expansion 110V -See Note 1	800171-000	\$16,667	\$10,000	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$1,333	\$800	39.98%
Rack Mount Magnitude SANBuilder .5 TB Bundle 110V -See Note 1	800263-000	\$58,663	\$35,198	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$2,667	\$1,612	39.56%
Software XPERTcare (Per 12 Months/1 Year)	020114-000				\$10,833	\$6,500	40.00%
Note 1 - Standard Shipping Charges of \$1,000 apply. Reference Part Nu	mber 020004-00 ui	nder Profession	al Services Se	ection			
Connectivity	Part Number	List Price	WSCA	% Discount	Service List	WSCA	% Discount
·			Product	off List	Price - Per		
Brocade - 12000 16 Port Fibre Channel Switching Blade	770082-000	\$34,860	Price \$22,999	34.02%	12 Months See Below	12 Months See Below	\$
Brocade - 12000 basic install & config service (2 days)	770199-000	\$6,250	\$5,000	20.00%	See Below	See Below	
Brocade - 12000 Country Kit for North America / Japan	770075-000	\$290	\$257	11.38%	See Below	See Below	
Brocade - 12000 Service Plan - 128 port High Availability 1 year	770183-000	\$7,169	\$7,169	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 16 port blade High Availability 1 year	770187-000	\$747	\$747	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 32 port High Availability 1 year	770185-000	\$2,683	\$2,683	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 32 port Mission Critical 1 year	770186-000	\$5,224	\$5,224	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 64 port High Availability 1 year	770181-000	\$4,180	\$4,180	0.00%	N/A	N/A	N/A
Brocade - 3200 8-port, 2GB Full-Fabric Switch	770164-000	\$8,499	\$5,499	35.30%	\$1,406	\$844	
Brocade - 3200 Upgrade Entry-fabric to Full-fabric with Multi-switch	770054-000	\$3,000	\$2,655	11.50%	\$496	\$298	
Brocade - 3200 Upgrade Entry-fabric to Full-fabric with Ultra Software	770055-000	\$5,000	\$4,425	11.50%	\$827	\$496	<u> </u>
Brocade - 3800 16-port Switch	770041-000	\$22,499	\$12,499	44.45%	\$3,722	\$2,233	;
Dranda 2000 Fyte Clide Deel Mount Kit	770405 000	¢200	¢075	0.220/	¢r0	<u>+-,</u>	40.000/

"Magnitude" Price List for WSCA Master Price Agreement - Dated 11/16/04
Part Number List Price WSCA % Discount L

WSCA % Discount

off List

Service - Per

List Price -

Per 12

off List

Product

System

Brocade - 3800 Extra Slide Rack Mount Kit

Brocade - 3900 32-Port, 2Gb Switch

\$300

\$44,999

\$275

\$29,999

8.33%

33.00%

\$50

N/A

\$30

N/A

40.00%

N/A

770165-000

770247-000

Brocade - Extended Fabric Support Software for 2Gb Switches	770047-000	\$2,000	\$1,770	11.50%	\$331	\$199	39.88%
Brocade - Fabric Watch Software for 2Gb Switches	770043-000	\$1,800	\$1,593	11.50%	\$300	\$180	40.00%
Brocade - GBIC - Long-Wave Optical GBIC (10KM) 1 Gb	770018-000	\$895	\$537	40.00%	\$148	\$89	39.86%
Brocade - GBIC - Short Wave Optical GBIC	770003-000	\$395	\$356	9.87%	\$65	\$39	40.00%
Brocade - Inter-switch Trucking for 2Gb Switches	770042-000	\$2,500	\$2,213	11.48%	\$414	\$248	40.10%
Brocade - QuickLoop Software for 2Gb Switches	770044-000	\$1,250	\$1,106	11.52%	\$207	\$124	40.10%
Brocade - Software Bundle for 3800 only: Enterprise	770050-000	\$3,440	\$3,044	11.51%	\$569	\$342	39.89%
Brocade - Software Bundle for 3800 only: Ultra	770051-000	\$7,640	\$6,671	12.68%	\$1,264	\$758	40.03%
Brocade - Software for 12000 Extended Fabrics	770081-000	\$12,000	\$10,620	11.50%	N/A	N/A	N/A
Cable - 20m LC Duplex/LC Duplex Fiber Optic Patch Cord	840056-002	\$138	\$83	39.86%	\$43	\$26	39.53%
Cable - 20m SC Duplex/LC Duplex Fiber Optic Patch Cord	840055-002	\$121	\$73	39.67%	\$37	\$23	37.84%
Cable - 20mSC Duplex/SC Duplex Fiber Optic Patch Cord	840059-002	\$195	\$125	35.90%	\$35	\$20	42.86%
Cable - 2 m LC Duplex/LC Duplex Fiber Optic Patch Cord	840056-005	\$108	\$63	41.67%	\$35	\$20	42.86%
Cable - 5 m LC Duplex/LC Duplex Fiber Optic Patch Cord	840056-000	\$108	\$65	39.81%	\$34	\$20	41.18%
Cable - 5 m SC Duplex/LC Duplex Fiber Optic Patch Cord	840055-000	\$91	\$55	39.56%	\$29	\$17	41.38%
Cisco - 1 Gbps Ethernet - SW SFP, LC	770304-000	\$750	\$525	30.00%	N/A	N/A	N/A
Cisco - 2Gbps Fibre Channel-LW Small Form-Factor Pluggable, LC	770236-000	\$1,200	\$850	29.17%	See Below	See Below	N/A
Cisco - 2Gbps Fibre Channel-SW Small Form-Factor Pluggable, LC	770235-000	\$500	\$320	36.00%	See Below	See Below	N/A
Cisco - AC Power Cord North America (110 VAC) 9120, 9140, 9216	770246-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9100 switch	770366-000	\$7,000	\$5,000	0.00%	N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9216 switch	770365-000	\$7,500	\$5,350	0.00%	N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9500 director	770364-000	\$25,000	\$17,850	0.00%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9100 switch	770369-000	\$6,944	\$4,950	0.00%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9216 switch	770368-000	\$6,944	\$4,950	0.00%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9500 director	770367-000	\$20,833	\$14,875	0.00%	N/A	N/A	N/A
Cisco - MDS 9000 16-port 1 / 2Gbps FC Module (SFPs sold separately)	770233-000	\$22,000	\$15,725	28.52%	See Below	See Below	N/A
Cisco - MDS 9000 32-port 1 / 2Gbps FC Module (SFPs sold separately)	770234-000	\$23,000	\$16,425	28.59%	See Below	See Below	N/A
Cisco - MDS 9000 IP Services Module with iSCSI (SFPs sold separately)	770303-000	\$34,000	\$24,275	0.00%	N/A	N/A	N/A
Cisco - MDS 9000 Port Analyzer AC Power Cable	770320-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9000 Port Analyzer Adaptor	770271-000	\$3,250	\$2,325	28.46%	See Below	See Below	N/A
Cisco - MDS 9120 20-Port FC Switch (SFPs sold separately)	770309-000	\$18,000	\$12,850	28.61%	See Below	See Below	N/A
Cisco - MDS 9120.9140 Standard SAN-OS Software	770311-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9140 40-Port FC Switch (SFPs sold separately)	770310-000	\$25,000	\$17,850	28.60%	See Below	See Below	N/A
Cisco - MDS 9200 FCIP license for IP Storage module	770306-000	\$15,625	\$11,150	0.00%	N/A	N/A	N/A
Cisco - MDS 9216 16-port 2Gbps FC + 1-slot Modular Switch (SFPs sold	770232-000	\$22,000	\$15,725	28.52%	See Below	See Below	N/A
Cisco - MDS 9216 Standard SAN-OS Software	770312-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9500 FCIP license for IP Storage module	770305-000	\$15,624	\$11,150	0.00%	N/A	N/A	N/A
Cisco - MDS 9500 Standard SAN-OS Software	770313-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9500 Sup Compact Flash Disk, 512MB	770250-000	\$3,000	\$2,150	28.33%	See Below	See Below	N/A
Cisco - MDS 9500 Supervisor/Fabric I Primary/Redundant	770248-000	\$21,000	\$15,000	28.57%	See Below	See Below	N/A
Cisco - MDS 9506 1900W AC Power Supply Primary/Redundant	770249-000	\$4,000	\$2,850	28.75%	See Below	See Below	N/A
Cisco - MDS 9506 Chasis Six Slot Chasis	770268-000	\$10,000	\$7,150	28.50%	See Below	See Below	N/A
Cisco - MDS 9506 Power Cord, 250Vac, straight blade NEMA 6-20 plug,	770318-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9506 Power Cord, 250Vac, straight blade NEMA 6-20 plug, US	770319-000	\$0 \$0	\$0 \$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9509 2500W AC Power Supply Primary/Redundant	770252-000	\$4,000	\$2,850	28.75%	See Below	See Below	N/A
Cisco - MDS 9509 Chassis Nine Slot Chasis	770251-000	\$4,000 \$12,000	\$8,575	28.54%	See Below	See Below	N/A
01900 - MIDO 3003 CHIASSIS IMIHE SHOL CHASIS	110231-000	φ12,000	φο,575	20.04%	See Delow	See Delow	IN/A

770266-000

770048-000

770047-000

\$6,250

\$2,636

\$2,000

\$2,000

\$5,000

\$2,109

\$1,770

\$1,770

20.00%

20.00%

11.50%

11.50%

N/A

N/A

\$331

\$331

N/A

N/A

\$199

\$199

N/A

N/A

39.88%

39.88%

Brocade - 3900 Basic SW install & config service 1 - 2 switches (2 days)

Brocade - Advanced Performance Monitoring Software for 2Gb Switches

Brocade - 3900 Service Plan - 32 port High Availability (4 hr) 1 year

Brocade - Extended Fabric Support Software for 2Gb Switches

000 \$34 000 \$2,09 000 \$1,81 000 \$74 000 \$1,00 000 \$2,91 000 \$2,43 000 \$1,24 000 \$1,37 000 \$1,37 000 \$1,21 000 \$1,21 000 \$1,51 000 \$1,30 000 \$1,13 000 \$1,13 000 \$46 000 \$63 000 \$82 000 \$82 000 \$1,01	91 \$1,986 14 \$1,723 18 \$711 108 \$958 12 \$2,766 14 \$1,847 30 \$2,309 49 \$1,187 74 \$1,305 20 \$1,729 13 \$202 15 \$1,154 18 \$1,442 27 \$1,077 58 \$445 30 \$599	5.00% 5.02% 4.95% 4.96% 5.01% 4.99% 4.98% 4.96% 5.02% 5.00% 5.00% 5.00% 5.00% 5.00% 5.00% 4.91%	N/A	N/A	
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	15 \$915	9.85%	See Below	See Below	
000 \$85	50 \$765	10.00%	See Below	See Below	
000 \$1,05	50 \$945	10.00%	See Below	See Below	
000 \$15,59	99 \$14,820	4.99%	See Below	See Below	
000 \$27,59	99 \$26,220	5.00%	See Below	See Below	
000 \$43	39 \$419	4.56%	See Below	See Below	
000 \$8,27	79 \$7,865	5.00%	See Below	See Below	
000 \$13,79	99 \$13,100	5.07%	See Below	See Below	
000 \$5,51	19 \$5,240	5.06%	See Below	See Below	
000 \$1,79	99 \$1,075	40.24%	See Below	See Below	
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000 \$5,33	30 \$4,845	9.10%	N/A	N/A	
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000 \$1,25	50 \$1,250	0.00%	See Above	See Above	
000 \$75	50 \$750	0.00%	See Above	See Above	
000 \$2,59	95 \$1,356	47.75%	\$0	\$0	(
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000 \$11,07	75 \$10,521	5.00%	See Below	See Below	
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Cisco - MDS 9509 Power Cord, 250Vac, straight blade NEMA 6-20 plug,

Cisco - MDS 9509 Power Cord, 250Vac, twist lock NEMA L6-20 plug, US

Cisco - SASU for Enterprise Package MDS 9100

Cisco - SASU for Enterprise Package MDS 9216

Cisco - SASU for Enterprise Package MDS 9500

Cisco - SASU for Fabric Manager Server MDS 9100

Cisco - SASU for Fabric Manager Server MDS 9216

Cisco - SASU for Fabric Manager Server MDS 9500

Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 16 Port Module

Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 32 Port Module

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McDATA - 3232 32-port switch with Flexport	770127-000	\$23,753	\$22,565	5.00%	See Below	See Below	N/A
McDATA - 3232 Product Manager software	770129-000	\$4,500	\$4,275	5.00%	See Below	See Below	N/A
McDATA - 4300 12-port switch, Flexport Technology w/4 ports populated.	770282-000	\$5,400	\$3,630	32.78%	See Below	See Below	N/A
McDATA - 4300 4-port Flexport Technology Upgrade Kit, 4 SW SFP Transc	770284-000	\$595	\$565	5.04%	See Below	See Below	N/A
McDATA - 4300 Full Fabric Upgrade License Key	770283-000	\$2,250	\$1,155	48.67%	See Below	See Below	N/A
McDATA - 4500 24-port switch, Flexport Technology with 8 ports populated	770170-000	\$6,970	\$4,450	36.15%	See Below	See Below	N/A
McDATA - 4500 8-port Flexport Technology Upgrade Kit, 4 L/W & S/W LC	770175-000	\$10,641	\$10,109	5.00%	See Below	See Below	N/A
McDATA - 4500 8-port Flexport Technology Upgrade Kit, 8 S/W LC transce	770171-000	\$5,625	\$4,050	28.00%	See Below	See Below	N/A
McDATA - 4500 Product Manager Software	770178-000	\$1,555	\$1,529	1.67%	See Below	See Below	N/A
McDATA - 6064 64-port director switch	770117-000	\$38,970	\$37,022	5.00%	See Below	See Below	N/A
McDATA - 6064 Element Manager software	770124-000	\$15,606	\$15,400	1.32%	See Below	See Below	N/A
McDATA - 6064 power cord (US)	770118-000	\$0	\$0	0.00%	See Below	See Below	N/A
McDATA - Cabinet, Expansion	770142-000	\$9,000	\$8,550	5.00%	N/A	N/A	N/A
McDATA - Cabinet, Management	770143-000	\$20,520	\$18,703	8.85%	See Below	See Below	N/A
McDATA - IPS 3300 Base unit	770086-000	\$27,996	\$26,596	5.00%	See Above	See Above	N/A
McDATA - IPS 3300 Hardware Maintenance one (1) year 24x7	770356-000	\$4,949	\$4,949	0.00%	N/A	N/A	N/A
McDATA - IPS3300 1 year additional HW & SW Premium Support	770089-000	\$2,310	\$2,310	0.00%	See Above	See Above	N/A
McDATA - IPS 3300 Software Maintenance-WAN, 1-yr (IPS3300)	770358-000	\$1,583	\$1,583	0.00%	N/A	N/A	N/A
McDATA - IPS 4300 Base unit	770107-000	\$42,332	\$40,215	5.00%	See Above	See Above	N/A
McDATA - IPS 4300 Hardware Maintenance one (1) year 24x7	770357-000	\$7,259	\$7,259	0.00%	N/A	N/A	N/A
McDATA - IPS4300 1 year additional HW & SW Premium Support	770109-000	\$3,388	\$3,388	0.00%	See Above	See Above	N/A
McDATA - IPS 4300 Software Maintenance-WAN, 1-yr (IPS4300)	770359-000	\$1,583	\$1,583	0.00%	N/A	N/A	N/A
McDATA - IPS Fibre Channel GBIC for up to 550m Multi-mode (IPS 3300	770098-000	\$550	\$475	13.64%	See Above	See Above	N/A
only)		****	*				-
McDATA - IPS Fibre Channel GBIC Module with SC connector for up to	770099-000	\$2,200	\$2,090	5.00%	See Above	See Above	N/A
10Km over Single-mode fiber (SMF) (IPS 3300 only)		, ,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				
McDATA - IPS Fibre Channel SFP module with LC connector 10k (IPS4300	770111-000	\$1,071	\$1,015	5.23%	See Above	See Above	N/A
McDATA - IPS Gigabit Ethernet GBIC for up to 550m Multi-mode (IPS	770100-000	\$550	\$520	5.45%	See Above	See Above	N/A
3300 only)							
McDATA - IPS Gigabit Ethernet GBIC Module with SC connector, 10k (IPS	770352-000	\$2,200	\$2,090	5.00%	See Above	See Above	N/A
McDATA - IPS Gigabit Ethernet SFP module with LC connector 10k (IPS43	770353-000	\$1,071	\$1,015	5.23%	See Above	See Above	N/A
McDATA - IPS SANvergence Manager Enterprise Software release 4.1	770348-000	\$4,000	\$3,544	11.40%	See Above	See Above	N/A
McDATA - IPS SANvergence Manager Standard Software release 4.1	770347-000	\$2,000	\$1,900	5.00%	See Above	See Above	N/A
McDATA - IPS SANvergence Mgr Enterprise Maint and Support, 1-yr	770350-000	\$900	\$900	0.00%	See Above	See Above	N/A
McDATA - IPS SANvergence Mgr Standard Maint and Support, 1-yr	770349-000	\$360	\$360	0.00%	See Above	See Above	N/A
McDATA - IPS Software IPS3300	770189-000	\$0	\$0	0.00%	See Above	See Above	N/A
McDATA - IPS Software IPS4300	770193-000	\$0	\$0	0.00%	See Above	See Above	N/A
McDATA - IPS Software with compression (IPS 3300 only)	770101-000	\$7,036	\$6,700	4.78%	See Above	See Above	N/A
McDATA - IPS Software with compression (IPS 4300 only)	770113-000	\$7,036	\$6,700	4.78%	See Above	See Above	N/A
McDATA - IPS Std. Power Cord for IPS 3300/4300	770087-000	\$0	\$0	0.00%	See Above	See Above	N/A
McDATA - IPS Switch installation per unit during normal business hours	770090-000	\$2,500	\$2,500	0.00%	N/A	N/A	N/A
McDATA - IPS Tri-mode SFP module with LC connector SW (IPS4300)	770354-000	\$312	\$295	5.45%	See Above	See Above	N/A
McDATA - Rack Mount Kit (Intrepid 6064)	770125-000	\$216	\$205	5.09%	See Below	See Below	N/A
McDATA - Rack Mount Kit (Sphereon 3216 or 3232)	770133-000	\$200	\$190	5.00%	See Below	See Below	N/A
McDATA - Rack Mount Kit (Sphereon 4500)	770177-000	\$200	\$190	5.00%	See Below	See Below	N/A
McDATA - Service 3232, 24X7 Warranty Upgrade	770154-000	\$1,922	\$1,922	0.00%	N/A	N/A	N/A
McDATA - Service 3232, 3-yr 24X7 Extended Warranty	770155-000	\$8,125	\$7,720	4.98%	N/A	N/A	N/A
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N/A

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McDATA - 3216/3232 Long-Wave Transceiver 35km McDATA - 3216/3232 power cord (US) McDATA - 3232 32-port switch

3-000 3-000	\$1,776 \$911 \$3,851 \$2,794 \$24,583 \$4,874 \$4,094 \$1,650 \$2,056 \$8,333 \$8,333 \$5,000 \$5,833 \$1,250 \$1,250 \$1,250 \$1,250 \$1,250 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000	\$911 \$3,851 \$2,794 \$24,583 \$4,700 \$2,850 \$11,139 \$1,419 \$5,000 \$5,000 \$3,000 \$750 \$750 \$750 \$5,000 \$10,000 \$3,500 \$3,500	0.00% 0.00% 0.00% 0.00% 0.00% 3.57% 30.38% 30.97% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A N/A N/A See Below \$573 \$231 \$288 \$288 N/A	N/A N/A N/A N/A N/A N/A See Below \$409 \$165 \$206 \$206 N/A	N/A N/A N/A 28.62% 28.57% 28.47% 28.47% N/A N/A N/A N/A N/A N/A N/A N/A
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3-000 3-	\$2,056 \$2,056 \$8,333 \$8,333 \$5,000 \$5,833 \$1,250 \$1,250 \$8,333 \$16,667 \$5,000 \$1,000 \$5,833 \$1,000 \$1,000	\$1,321 \$1,419 \$5,000 \$5,000 \$5,000 \$3,000 \$3,500 \$750 \$750 \$5,000 \$10,000 \$600 \$3,500 \$600 \$10,000	35.76% 30.99% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	\$288 \$288 N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A	\$206 \$206 N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A	28.47% 28.47% N/A
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6-000 6-000 7-000 -000 -000 -000 8-000 8-000 9-000 8-000 8-000 8-000 8-000 8-000	\$8,333 \$8,333 \$5,000 \$5,833 \$1,250 \$1,250 \$8,333 \$16,667 \$5,000 \$1,000 \$5,833 \$1,000 \$16,667	\$1,419 \$5,000 \$5,000 \$3,000 \$3,500 \$750 \$750 \$10,000 \$3,500 \$600 \$10,000	40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A
6-000 6-000 7-000 -000 -000 -000 8-000 8-000 9-000 8-000 8-000 8-000 8-000 8-000	\$8,333 \$8,333 \$5,000 \$5,833 \$1,250 \$1,250 \$8,333 \$16,667 \$5,000 \$1,000 \$5,833 \$1,000 \$16,667	\$5,000 \$5,000 \$5,000 \$3,000 \$3,500 \$750 \$5,000 \$10,000 \$600 \$3,500 \$600 \$10,000	40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A
7-000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000	\$8,333 \$5,000 \$5,833 \$1,250 \$1,250 \$8,333 \$16,667 \$5,000 \$1,000 \$5,833 \$1,000 \$16,667	\$5,000 \$3,000 \$3,500 \$750 \$750 \$5,000 \$10,000 \$3,500 \$600 \$10,000	40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	N/A	N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A N/A
7-000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000	\$8,333 \$5,000 \$5,833 \$1,250 \$1,250 \$8,333 \$16,667 \$5,000 \$1,000 \$5,833 \$1,000 \$16,667	\$5,000 \$3,000 \$3,500 \$750 \$750 \$5,000 \$10,000 \$3,500 \$600 \$10,000	40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A N/A
-000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000	\$5,000 \$5,833 \$1,250 \$1,250 \$8,333 \$16,667 \$5,000 \$1,000 \$5,833 \$1,000 \$16,667	\$3,000 \$3,500 \$750 \$750 \$5,000 \$10,000 \$3,000 \$600 \$10,000	40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A N/A
-000 -000 -000 -000 -000 -000 -000 -000 -000 -000 -000	\$5,833 \$1,250 \$1,250 \$8,333 \$16,667 \$5,000 \$1,000 \$5,833 \$1,000 \$16,667	\$3,500 \$750 \$750 \$5,000 \$10,000 \$3,000 \$600 \$10,000	40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A
1-000 1-000 1-000 1-000 1-000 1-000 1-000 1-000 1-000	\$1,250 \$1,250 \$8,333 \$16,667 \$5,000 \$1,000 \$5,833 \$1,000 \$16,667	\$750 \$750 \$5,000 \$10,000 \$3,000 \$600 \$3,500 \$600 \$10,000	40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A
8-000 8-000 9-000 9-000 8-000 8-000 8-000 8-000	\$1,250 \$8,333 \$16,667 \$5,000 \$1,000 \$5,833 \$1,000 \$16,667	\$750 \$5,000 \$10,000 \$3,000 \$600 \$3,500 \$600 \$10,000	40.00% 40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A
8-000 0-000 0-000 8-000 8-000 2-000 1-000	\$8,333 \$16,667 \$5,000 \$1,000 \$5,833 \$1,000 \$16,667	\$5,000 \$10,000 \$3,000 \$600 \$3,500 \$600 \$10,000	40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A
0-000 0-000 3-000 3-000 2-000 1-000	\$16,667 \$5,000 \$1,000 \$5,833 \$1,000 \$16,667	\$10,000 \$3,000 \$600 \$3,500 \$600 \$10,000	40.00% 40.00% 40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A
0-000 3-000 3-000 2-000 1-000	\$5,000 \$1,000 \$5,833 \$1,000 \$16,667	\$3,000 \$600 \$3,500 \$600 \$10,000	40.00% 40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A N/A	N/A N/A N/A N/A N/A	N/A N/A N/A N/A
3-000 3-000 2-000 1-000 umber	\$1,000 \$5,833 \$1,000 \$16,667	\$600 \$3,500 \$600 \$10,000	40.00% 40.00% 40.00% 40.00%	N/A N/A N/A N/A	N/A N/A N/A N/A	N/A N/A N/A N/A
3-000 2-000 1-000 umber	\$5,833 \$1,000 \$16,667	\$3,500 \$600 \$10,000 WSCA	40.00% 40.00% 40.00%	N/A N/A N/A	N/A N/A N/A	N/A N/A N/A
2-000 I-000 umber	\$1,000 \$16,667	\$600 \$10,000 WSCA	40.00% 40.00%	N/A N/A	N/A N/A	N/A N/A
i-000 umber	\$16,667	\$10,000 WSCA	40.00%	N/A	N/A	N/A
umber		WSCA				
	List Price		% Discount	Service List	WSCA	% Discount
	LIST Price		% Discount	Service List	WSCA	
6-000			-44 1 :-4	Duine Day	Camilaa Dar	
6-000	i e	Product	off List	Price - Per	Service - Per	off List
)-UUU	Ф7 40 Г	Price	40.000/	12 Months	12 Months	NI/A
	\$7,125		40.00%	\$0	\$0	N/A
)-000	\$1,190	\$715	39.92%	\$0	\$0	N/A
6-000	\$2,095	\$1,257	40.00%	\$0	\$0	N/A
'-000	\$560	\$335	40.18%	\$0	\$0	N/A
6-000	\$3,620	\$2,172	40.00%	\$0	\$0	N/A
3-000	\$640	\$385	39.84%	\$0	\$0	N/A
2-000	\$3.987	\$2.392	40.00%	\$0	\$0	N/A
3-000			40.10%	\$0	\$0	N/A
umber	List Price	l i	% Discount	Service List		% Discount
		Product	off List	Price - Per	Service - Per	off List
		Price		12 Months	12 Months	
-000	\$16,667	\$10,000	40.00%	\$0	\$0	N/A
-000	\$10,000	\$6,000	40.00%	\$2,000	\$1,200	40.00%
3-001	\$25,887	\$15,533	40.00%	\$10,833	\$6,500	40.00%
3-002	\$30,706	\$18,424	40.00%	\$10,833	\$6,500	40.00%
3.	-000 -000 -000 -000 -000 -000 -000 -00	.000 \$560 .000 \$3,620 .000 \$640 .000 \$3,987 .000 \$960	\$560 \$335 \$355 \$335 \$355 \$335 \$355 \$335 \$355 \$335 \$355 \$335 \$355 \$335 \$355 \$335 \$355 \$335 \$355 \$335 \$355 \$335 \$355	\$1000 \$10,000 \$335 \$40.18%	\$1000	\$1000

\$420

\$420

0.00%

N/A

N/A

N/A

McDATA - Service 4300, 24x7 Warranty Upgrade

Magnitude Data Services (1.2 TB LTU)	800353-003	\$35,525	\$21,315	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services (1.5 TB LTU)	800353-004	\$40,343	\$24,206	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services (1.8 TB LTU)	800353-005	\$45,162	\$27,098	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services (2.4 TB LTU)	800353-006	\$54,800	\$32,880	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services (3.0 TB LTU)	800353-007	\$64,437	\$38,663	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services (3.6 TB LTU)	800353-008	\$74,075	\$44,445	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services Upgrade (.3 TB to .6 TB LTU)	210060-001	\$4,819	\$2,891	40.01%	\$0	\$0	N/A
Magnitude Data Services Upgrade (.6 TB to .9 TB LTU)	210060-002	\$4,819	\$2,891	40.01%	\$0	\$0	N/A
Magnitude Data Services Upgrade (.9 TB to 1.2 TB LTÚ)	210060-003	\$4,819	\$2,891	40.01%	\$0	\$0	N/A
Magnitude Data Services Upgrade (1.2 TB to 1.5 TB LTÚ)	210060-004	\$4,819		40.01%	\$0	\$0	N/A
Magnitude Data Services Upgrade (1.5 TB to 1.8 TB LTU)	210060-005	\$4,819			\$0	\$0	N/A
Magnitude Data Services Upgrade (1.8 TB to 2.4 TB LTU)	210060-006	\$9,637	\$5,783	1	\$0	\$0	N/A
Magnitude Data Services Upgrade (2.4 TB to 3.0 TB LTU)	210060-007	\$9,637		1	\$0	\$0	
Magnitude Data Services Upgrade (3.0 TB to 3.6 TB LTU)	210060-008	\$9,637	\$5,783	39.99%	\$0	\$0	N/A
Magnitude Data Services Upgrade (3.6 TB to 4.8TB LTU)	210060-009	\$19,275			\$0	\$0	N/A
Magnitude Data Services Upgrade (4.8 TB to 6.0 TB LTU)	210060-010	\$19,275		40.00%	\$0	\$0	N/A
Magnitude Data Services Upgrade (6.0 TB to 7.2TB LTU)	210060-011	\$19,275		40.00%	\$0	\$0	N/A
Magnitude Data Services Upgrade (7.2 TB to 9.6TB LTU)	210060-012	\$38,550	\$23,130	40.00%	\$0	\$0	N/A
Magnitude Geo-Replication Services	800352-000	\$29,167	\$17,500		\$4,167	\$2,500	40.00%
Magnitude - SANBuilder Upgrade 2 Ports to 4 Ports (includes 2 FC HABs)	880018-000	\$13,333			\$0	\$0	N/A
REDI Control Magnitude Software (1 license per Magnitude)	210009-000	\$667	\$400	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	\$0	\$0	
Professional Services	Part Number	List Price	WSCA	% Discount			,
		1	Product	off List			
	!		Price	.1			·
Field Installation: AMCO Rack	000131-000	\$833					
Field Installation: Cisco 9120 or 9140 Switch	000126-000	\$2,583					
Field Installation: Cisco 9216 Switch	000128-000	\$3,250					
Field Installation: Cisco Director Switch	000129-000	\$9,917	\$5,950				
Field Installation: Convert Magnitude to Rack Mount	010008-000	\$1,667	\$1,000				
Field Installation: Expansion Cabinet	000123-000	\$5,825					
Field Installation: Fibre Channel Switch	010004-000	\$2,083					
Field Installation: Magnitude	010001-000	\$7,492					
Integration Bundle: Magnitude	000124-000	\$13,742					
Integration Bundle: SANbuilder	000132-000	\$6,250					
Server Management Assistance: Up to 4 hours	000146-000	\$1,667					
Server Management Assistance: Up to 8 hours	020002-000	\$3,333					
Standard Shipping	020004-000	\$1,667	\$1,000				
Storage Monitor Installation Assistance	000151-000	\$1,667	\$1,000				
Training: CXE-Magnitude Class	000156-000	\$1,750		1			
Training: Upgrade CXE-Mag to Advanced CXE-Mag Class	000134-000	\$1,250	\$750	40.00%			
			1				
Spares and Other Hardware Pricing	Part Number	List Price	1				
		1	Product	1	4		
			Price				
2 Gb Small Form Factor Pluggable media	770049-000	\$320					
Door for Magnitude cabinet or expansion cabinet	800365-000	\$995					
Fan - Processor	800028-000	\$60	·				
Power Supply	800038-000	\$3,567	\$2,140	40.00%			
4							•
1	XIOtech Co	rnaration					

Processor Tray Assembly (2Gb capability)	880009-001	\$10,000	\$6,000	40.00%		
Processor Tray Bundle	800309-000	\$17,500	\$10,500	40.00%		
Rack AMCO 19" 42U Buyout for Drop Shipment	770035-000	\$2,000	\$1,500	25.00%		
Rack Mount Retrofit Kit	800169-000	\$1,667	\$1,000	40.00%		
Rear Blower	800006-000	\$500	\$300	40.00%		
Shipping Materials: Accessory Box	640003-000	\$34	\$18	47.06%		
Shipping Materials: Box for Magnitude Drives	640009-000	\$28	\$15	46.43%		
Shipping Materials: Magnitude Crate	640002-000	\$750	\$425	43.33%		
Stabilization Brackets for Magnitude	800160-000	\$250	\$150	40.00%		
For informational purposes only, the following "Services" and cor	responding Part Numbers					
are provided.						
Service	Part Number					
3rd Party XPERTcare (quantity in months)	020113-000					
3rd Party XPERTcare Assist (quantity in months)	020116-000					
Remote Warranty (36 Months)	020120-000					
Remote Warranty Extension (quantity in months)	020119-000					
Software XPERTcare (quantity in months)	020114-000					
Standard Warranty (36 Months)	020005-002					
Warranty Extension (quantity in months)	020115-000					